



**THE
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In-Depth Commodity Reviews of IT Professional Services and Microcomputers

Jerome Thauvette, Senior Director

**Informatics & Telecommunications Systems Procurement Directorate
Public Works and Government Services Canada (PWGSC)**

September PD Meeting Presentation, reported by Dave Edmunds

PD Presentation Report

Mr. Thauvette said that PWGSC staff had been assigned the objectives of achieving a 10% reduction of cost of goods and services, a 50% reduction in processing time, and a 10% reduction of cost of purchasing. In-depth acquisition analysis of microcomputers and of informatics professional services had been requested. He explained that a commodity review consists of an examination of how a commodity is currently acquired from stakeholder (Industry, Client, Regions) meetings, a review of other "best" procurement practices, consultation with public and private sector businesses, evaluating options and feedback for procuring and managing the commodity, assembling conclusions and recommendations, and finalizing the commodity plan.

Mr. Thauvette outlined the various current procurement practices of the Government of Canada (GoC), several available automated procurement systems, the US Government acquisition schedules, and the Ontario Vendor of Record process. He listed the six industry associations, including AFCEA, being consulted. He reviewed the key issues raised from industry consultation. Key recommendations included the establishment of a single government wide procurement vehicle for IT services,

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Upcoming Events

Luncheons:

November 2nd, RCAF Officers' Mess, BGen Glynne Hines

December 7th, Army Officers' Mess, Pamela Kline

January 11th, 2005, Army Officeres Mess, Col Dave Neasmith

IT Security Course: November 29th – December 3rd (see page 3)

Chapter website: www.afcea.ca/ottawa.htm

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greater use of outcome-driven procurements, standard Request for Proposals (RFP) formats, standard Terms and Conditions, consideration of proposal evaluations, a vendor performance program, reducing the complexity of the security clearance process, consideration of socio-economic factors, consideration of contract administration, publishing all contract awards on the Web, a stakeholder satisfaction review program, and “Quick Hit” recommendations (availability of contract document templates and relevant electronic files). Mr. Thauvette then introduced some of the main beneficial improvements that PWGSC would like to implement, including: one all-encompassing occupational speciality; one flexible automated procurement system; “sunsetting” and merging of automated systems; competitive pricing for IT Services; reduction in the number of procurement vehicles; a streamlined, cost effective, efficient and focussed approach to competition; and a reduction in government administrative costs. He saw the next steps to be taken as: forming a dedicated PWGSC “tiger team” of resources, developing and promoting one new government-wide occupational speciality for IT services, developing a solicitation document by the end of Fiscal Year 2004/2005, conducting extensive stakeholder consultations, and preparing a strong communication strategy aimed at client departments.

Turning to microcomputer acquisition, Mr. Thauvette said that National Master Standing Offers (NMSOs) are used for the bulk of microcomputer purchases. Consolidation of microcomputer purchases by clients varies by department. Consolidated procurements achieve significant savings. A successful hardware benchmark testing program is in place, and the Computer Acquisition Guide (CAG) is available at <http://computer.pwgsc.gc.ca>. Requests for Volume Discounts (RVDs) are used for larger orders (over call-up limitations) and can be fast and provide significant savings, often 15-30% lower than NMSO prices. Many various means of achieving minimal costs are being considered, such as changes in call-up limits, third-party price indices, bundling large orders, and determining the total cost of ownership (TCO) of a desktop. A desktop may include up to 31 additional services, when its appropriate share of support devices, administration, and connections is considered. Feedback from industry supports the Seat Management concept, to achieve a lower TCO. Feedback from clients called for increased NMSO call-up limitations, and unanimously agreed

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AFCEA Canada Executive Breakfast

The AFCEA Canada Executive Breakfast was held at the Rideau Club on 22 Oct from 0730 to 0900. Our guest speaker was Mr. John Adams, the Commissioner of the Canadian Coast Guard (CGG). Mr Adams addressed the audience of approximately 65 members on the role of the CGG in Maritime Security. The Commissioner reviewed the role and mandate of the Coast Guard and clearly articulated that they were not mandated for security, but as an unarmed civilian organization, they did have a critical role to play in supporting the larger federal security community.

Mr. Adams explained that in Canada, there was a multi-agency approach to Maritime Security. In the collaborative approach, Transport Canada is responsible for maritime security policy and regulations, the RCMP take the lead for policing and anti-terrorism response, Canadian Border Services Agency is lead for customs and immigration enforcement and the Department of National Defence is the lead department for the coordination of the on-water response and terrorists incidents. The CGG’s main contribution lies in the expertise of their personnel and the variety of their fleet. They would provide the platforms necessary to support the overall security efforts. The overall harmonizing of Maritime Security objectives is accomplished by the Interdepartmental Marine Security Working Group (IMSWG).

Mr. Adams’ presentation was received with much interest and the question period was lively. We thank Mr. Adams for the candid discussion and the time he took away from his busy schedule to meet with AFCEA members. As a token of our appreciation, we presented Mr. Adams with a one-year membership to AFCEA

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AFCEA Membership Information

For information about joining AFCEA, or to make changes to your membership profile (e.g. change of address), visit the AFCEA International website at www.afcea.org - click on "Join/Renew" or check the Portal.

If you should encounter problems, call 703-631-6158 or email services@afcea.org.

that establishing longer term relationships with one or two vendors (per department) would be preferable. He then summarized Canada Revenue Agency and Ontario Government supply arrangements.

Mr. Thauvette examined the means for achieving the PWGSC objectives, and then discussed the Microcomputer Review short term recommendations (promote price competition and by increasing focus on TCO), and long term recommendations (use TCO, increase government standardisation, use GoC Marketplace electronic procurement, and use Desktop Management.).



Ottawa Chapter President Debbie Wolfenden thanks October Guest Speaker Jerome Thauvette

Throughout the presentation and discussion it was evident that the review process provided a great opportunity for AFCEA members (government service or in industry) to raise their problems and give their recommendations for reducing the costs and reducing time taken in procurement.

[Much more of the detail given in Mr. Thauvette's address appears on his presentation slides, which will be found at www.afcea.ca, Ottawa Chapter.]

AFCEA CANADA



IT SECURITY COURSE

November 29- December 3, 2004

Location: Nav Canada, Cornwall, Ontario
Cost: \$1,775.00 – AFCEA Members and Government
\$1,925.00 – Non-members
(includes lectures, course materials, completion certificate, meet and greet, closing dinner, coffee breaks, meals, accommodation and GST)

Note: Individual AFCEA membership is US \$35.00

Cancellations: until November 15, 2004, payment will be refunded minus a \$10 administration fee per registrant; after November 15, no refunds

For more information please call 721-6031

Or log onto <http://www.afcea.ca/events.htm>

The AFCEA
Ottawa
Chapter would
like to express its
continuing
gratitude to
TIME ICR for
providing its
voice message
system.



November PD Meeting:

Tuesday, November 2nd, 2004 at 12:00 noon

Air Force Officers' Mess, 158 Gloucester Street, Ottawa

Speaker: **BGen Glynne Hines - DGIMO**

Topic: **IM Operations and the way forward**

Information Systems Operations in the DND/CF - Balancing support to Operations and support to the Department using the Defence Information Strategy. The demands for integrated enterprise support within the Department of National Defence are the same as, or possibly greater than in any other government department. The requirement to support military operations of the Canadian Forces, at home and abroad, add a further challenge that is not common to most other departments or agencies in the government. In a time of constrained resources and the pressure to achieve government-wide, common solutions, the requirements and the solutions to satisfy these complementary, but sometimes competing demands necessitates a strategic view. The recently approved Defence IM Strategy and the development of the Defence IM Plan will provide this strategic framework within which IM investments are made. This briefing will provide an overview of the Defence IM planning activities and a look at the way ahead.

PD Meeting Sponsor: **Nasittuq Corporation**

Booking Arrangements:

*Please check the Chapter website www.afcea.ca/ottawa.htm or call 721-6031. Space is limited. Cost: \$15.00/person for industry or \$5.00/person for government employees. Pay by credit card in advance, or by cash or cheque at the door. **Registration deadline is Fri., October 29th***

Reader Feedback and Newsletter Submissions

In keeping with Chapter direction to bring more discussion to the areas of professional development and to broaden the scope of the AFCEAN newsletter, we would welcome your comments, articles and other contributions. All are encouraged to submit items of topical or general AFCEA interest (contracts and awards, promotions, upcoming events and courses) to the Editor for publication. Original articles which you the members may wish to submit or comment upon for publication are most welcome. Please take advantage of this opportunity to let AFCEANs worldwide know what you and your Chapter are doing. If you have any questions concerning the appropriateness of a submission please contact the AFCEAN Editor Bill Hawken at 841-2912 or hawkenw@hotmail.com